Telephony

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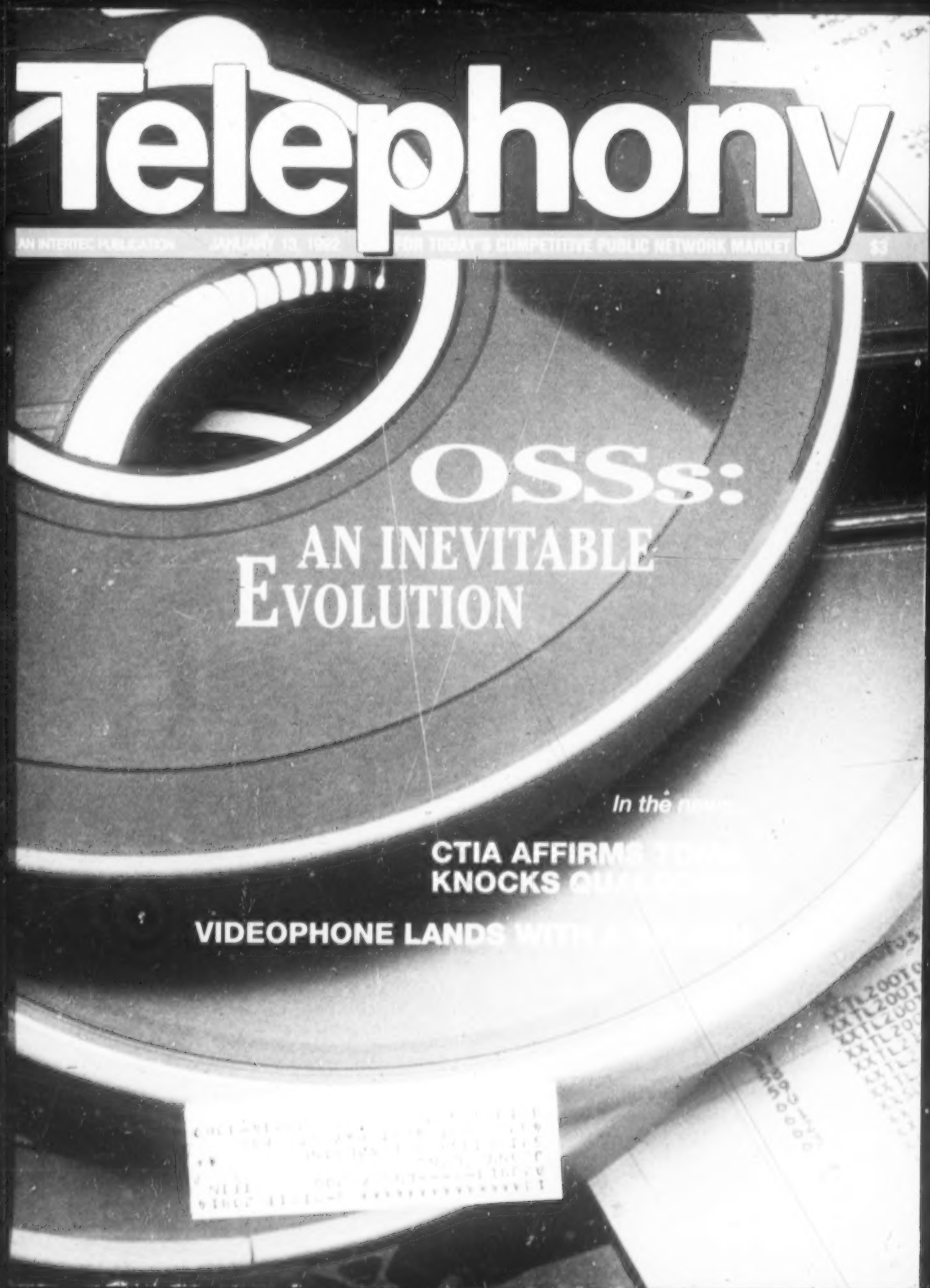


OSSs: AN INEVITABLE EVOLUTION

In the news

CTIA AFFIRMS [illegible] KNOCKS OUT [illegible]

VIDEOPHONE LANDS WITH A [illegible]

MONDAY, JANUARY 13, 1992 Volume 222, No. 2

Telephony

FOR TODAY'S COMPETITIVE PUBLIC NETWORK MARKET

In the emerging all-fiber network, OSSs will be far more critical. But most of the operations support systems in place today are incapable of supporting the network's up-and-coming technologies. Cover photography courtesy of EDS

DEPARTMENTS

43 ADVERTISERS' INDEX

35 CLASSIFIED ADVERTISING

7 IN MY OPINION

35 MOVING AROUND INDUSTRY

TELEPHONY (ISSN 0040 2656) is published weekly, except for a combined issue the last week of December, for $45.00 one year, $75.00 two years. Outside U.S. $80.00 one year. Air mail for $185.00 for U.S., $225.00 for Canada. Air Express one year outside U.S. and Canada for $160.00. Single copies $3.00 each (payable in advance) outside U.S. add $1.00. Subscription rates apply to employees of operating telephone companies, telephone consultants, contractors, interconnect companies, specialized common carriers, railway, pipeline, associations, private communications users, schools, libraries. Published by Intertec Publishing Corp., 9221 Quivira Rd., Overland Park, KS 66215. Second class postage paid at Chicago, IL and additional mailing offices. POSTMASTER: Send address changes to TELEPHONY, P.O. Box 12965, Overland Park, KS 66282-2965. Copyright 1992 by Telephony Division, Intertec Publishing Corp. All rights reserved. Permission to photocopy for internal or personal use or the internal or personal use of specific clients is granted by *Telephony* for clients and other users registered with the Copyright Clearance Center provided that the fee of $1.50 per page is paid directly to CCC, 21 Congress St., Salem, MA 01970. Special requests should be addressed to the publisher.

NEWS OF THE WEEK

8 **CTIA LAYS DOWN THE LAW**
The board of directors of the cellular trade group affirms its decision to endorse the TDMA digital cellular standard, setting back Qualcomm Inc. and its competing CDMA technology

8 **DSC LANDS PAC BELL CONTRACT**
Pacific Bell agrees to buy signal transfer points from DSC Corp., reaffirming its commitment to the vendor despite flaws in the gear that helped contribute to last summer's much-publicized outages

9 **AT&T DEBUTS VIDEOPHONE**
The product lands with a big splash, but the question remains: Will consumers bite?

10 **SPRINT PURSUES U.K. FIBER NETWORK**
The U.S. carrier makes inroads into the U.K. market by filing for a license to build a synchronous fiber network with British Waterways

12 **NORTHERN UNVEILS TELEPHONES**
Selling network services such as three-way calling and caller ID could become easier for telcos thanks to a new line of user-friendly telephone sets from Northern Telecom

FEATURES

20 **AN INEVITABLE EVOLUTION**
By Greg M. Jacobsen. Many operations support systems currently in operation are monoliths. Modern OSSs must be put in place to properly support the networks of today and tomorrow

30 **ARE OSSs READY FOR SONET?**
By Rony Holter. It will require quantum leaps for existing OSSs to use the management information that is built into SONET elements to evaluate network performance

44 **PERSPECTIVES**
By Carol Wilson. What is the future of telecommunications in 1992? *Telephony's* editor looks into the crystal ball

with the sale. "This was a very, very good result," said Economy Minister Domingo Cavallo.

Because the auction was so heavily oversubscribed, investors will not get all the shares for which they bid. Full details about who eventually gets what will be announced later.

Officials expect the auction of a similar state interest in the northern sector—in which a consortium headed by Italy's Stet and France Cables et Radio has 60% under last year's privatization—will go ahead in March "with similar results."

Reportedly, that consortium, known as Telecom, was not able to provide the necessary documentation in time for the northern share sale to go ahead in December as originally scheduled.

Revenues from the sale will be used partly to pay off old debts and unpaid bills owned by the former state company, Entel, to equipment suppliers. Funds also will be siphoned off to shore up the government's all but bankrupt pension funds.

It remains unclear whether suppliers' bills will be paid in full. Last year, senior government officials warned equipment companies they could not expect to get more than half the debts left behind by Entel.

At the time of last year's privatization, Entel was estimated to owe at least $1 billion to suppliers and a further $700 million to overseas creditor banks. The Argentine treasury has taken over foreign bank debts, but so far there has been no similar government undertaking on the unpaid supplier bills. ■

Correction

A chart entitled "Distribution of 1991 spending" in *Telephony's* domestic review and forecast (Dec. 16, 1991, page 20) incorrectly listed MIS/DP spending by Bell regional holding companies as $105 million. The correct figure is $1.05 billion.

News Bytes

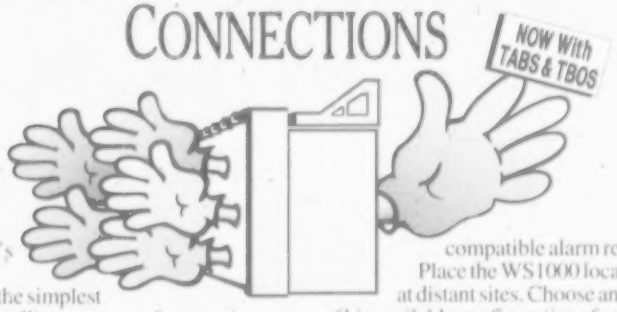
Cerjac Inc., an Acton, Mass.-based manufacturing startup, began shipping its first integrated synchronous optical network and T-carrier test and monitoring set in December. The product, Model 156, is designed for use by carriers and equipment manufacturers involved in development, manufacture, installation and maintenance of SONET transmission systems.

GTE Customer Networks, GTE's service organization that sells and maintains PBXs, voice mail systems and data communications equipment, was one of five companies that **Synoptics** named as Authorized Customer Support Partners. As such, Atlanta-based GTE Customer Networks will provide advanced support for users of Synoptics local area network equipment. Already a value-added reseller of Synoptics' products, GTE was required to meet a special set of criteria that recognizes significant investments in training, technical staffing and service capabilities.

PictureTel Corp., Peabody, Mass., has added six regional distributors to its Select Dealer Program: CAE Link, Alexandria, Va.; Davidson & Associates, Seattle; ICS Executone, Rochester, N.Y.; Peirce-Phelps, Philadelphia; Telcorp, Rolling Meadows, Ill.; and US TeleCenters, Boston. The dealers distribute PictureTel's complete family of videoconferencing products.

Centel Corp., Chicago, and **Lincoln Telecommunications Co.**, Lincoln, Neb., have formed a general partnership that will control Centel Cellular Co.'s 55.2% interest in Omaha Cellular Ltd. Lincoln Telecommunications owns 50% of the new partnership and has assumed operating control of the franchise, which provides cellular communications service in Omaha, Neb., and nearby areas. Centel previously operated the franchise. After five years, Lincoln will have an option to purchase Centel's remaining interest in the partnership.

FOR A LITTLE GUY HE'S GOT ALL THE RIGHT CONNECTIONS



Westronic's WS1000 Remote is the simplest and most intelligent means of converting multiple discrete alarm, status and control interfaces to an easy-to-handle TABS or TBOS serial interface. This little guy will streamline your site's alarm and control wiring to save you time and money. Virtually eliminate unknown errors caused by mistakenly cut or rerouted wires for equipment such as SLC-96's.

Flexibility is this guy's strength. Mount him in an equipment bay or on a distribution frame. Tie the WS1000's host interface into anyone's TABS or TBOS compatible alarm remote. Place the WS1000 locally or at distant sites. Choose any one of his available configurations for the lowest project cost.

For even broader solutions covering many types and quantities of interfaces, contact us about this guy's bigger brothers, sisters and parents. They all have the right connections.

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